



# PGA

Southern California

# Club Co-Op

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As a Southern California PGA member, you can access negotiated pricing and terms in a wide range of business categories. The companies in this program can offer significant bottom-line savings that your current suppliers cannot.

**Click on a category** and you will find one or more vendors who use the power of group purchasing to offer association members extremely aggressive pricing and concierge-level service. There is no charge or obligation...this program is a benefit of being a SCPGA member/facility.

### Take a look at the Vendor/Supplier categories

Each connects you to a company (or companies) offering negotiated rates/terms on critical business products and services. Their pricing and service reflects an economy of scale normally reserved for large purchasers—in some cases, that could mean a five- or six-figure difference to your bottom line!

Is there a significantly better deal out there for you?

**Click on a category** and find out.

All you need to do is let the vendor know you are part of the SCPGA Co-Op.

Check back often... we plan to broaden the range of goods and services including:

- Indoor & Outdoor Furniture
- Tree Maintenance
- Fertilizers & Plant Protectants
- Celebrity Speakers
- Video Production
- Cyber Security



### FOOD

[Food Service-Negotiated Contract Pricing](#)



### STAY and PLAY

(Coming Soon)



### PROMOTIONAL ITEMS

[Logo Wear](#)  
[Premiums/Incentives](#)  
[Tournament Signage](#)



### MAINTENANCE SERVICES

Waste Management  
Janitorial Services & Cleaning Supplies  
Pest Control



### BUSINESS SERVICES

[Equipment Leasing & Financing](#)  
Insurance (Coming Soon)  
PR/ Media Relations (Coming Soon)

### OFFICE ESSENTIALS

(Coming Soon)

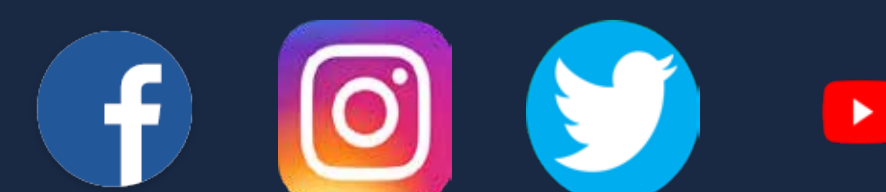


### NON-FOOD SERVICES

Kitchen Equipment & Supplies  
Warewash Equipment & Chemicals  
Non-Foods Disposables

## SOUTHERN CALIFORNIA PGA

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## CLUB-BRANDED PREMIUMS

### Done Deal Promotions

Running a club is all about getting things done promptly and under budget...and getting them done right the first time. The same holds true for the products you've chosen to promote yourself to members, guests and partner organizations. Sometimes the print shop down at the strip mall is a good choice. Sometimes it's fine to design the whole project online yourself.

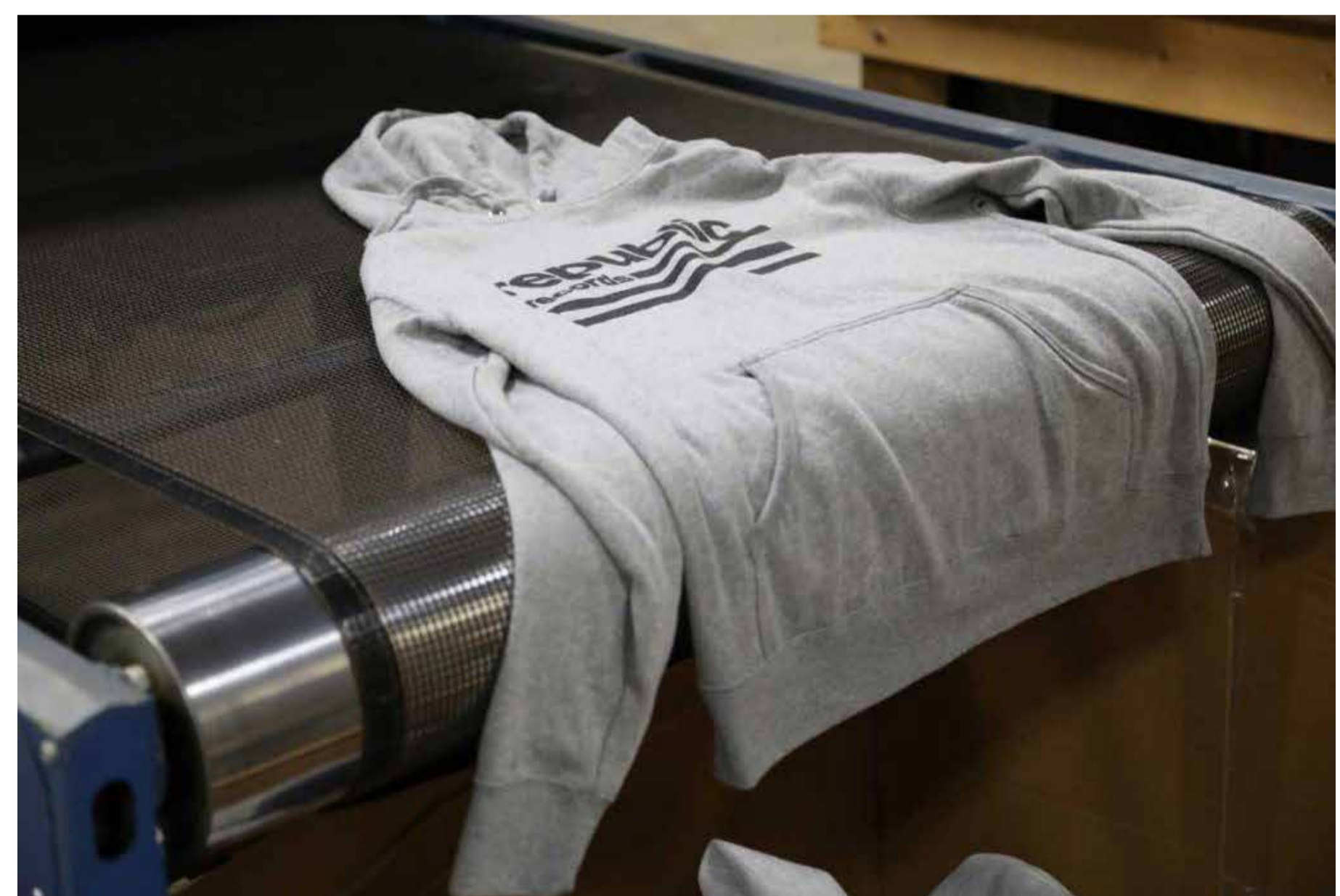
Until suddenly it's not.

Done Deal Promotions, a family-run business with a full-time design, production and shipping staff, recently celebrated its 25th year by expanding its manufacturing facilities. DDP has the experience, expertise and capacity to meet the most demanding expectations in ways that competitors simply cannot. The company offers over 1,000 items—from club-branded apparel and headwear, to fundraising swag, to innovative giveaways—and a great track record with golf courses and pro shops.

Ask your Club Co-Op contact, Jason Kaufman, about the special programs being offered exclusively to Southern California PGA members.

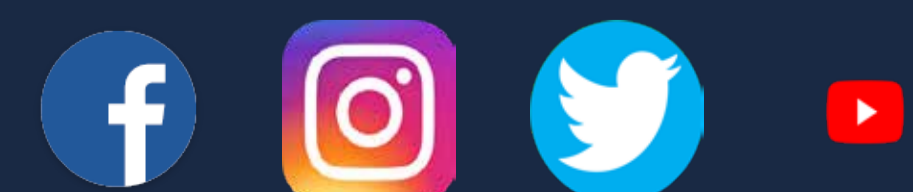
Jason's email is: [Jason@DoneDealPromotions.com](mailto:Jason@DoneDealPromotions.com)

Jason's direct phone is: (773) 230-7007



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# EQUIPMENT LEASING and FINANCING

## American Capital Financial Services

For golf clubs, country clubs and resorts, upgrading equipment and bringing new technology on line is vital to the health and safety of the operation. It tells members, guests and visitors that your property is running smart and running smooth. American Capital Financial Services has the flexibility and experience to ensure that planned upgrades are handled within your budget and timetable. The same goes for unforeseen or emergency purchases. That includes everything from new POS and security systems to work vehicles to computer hardware and software.

ACFS offers financing that commercial banks typically do not. The company can tailor lease and finance programs to suit a property's specific needs, and work seamlessly with other suppliers involved in planning, design or installation of new equipment.

Your SCPGA Club Co-Op contact is Chris Ratay. In addition to concierge-level service, he can also discount document fees for Southern California PGA members.

Chris Ratay's email: [cratay@amcapfinance.com](mailto:cratay@amcapfinance.com)

Chris Ratay's phone: (630) 512-0075



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## FOOD SERVICES

### Team Four

Team Four Foodservice leverages the combined volume of its members to deliver the best net cost of goods available to each individual member. The contracts and pricing that Team Four is able to deliver would not be available to its clients individually, or through their food service distributors. We can assure you that you will save money and add profit to your bottom line.

In addition, Team Four offers SCPGA commercial clients a portfolio of value-added services that you use every day to help operate at deeply discounted prices.

Your SCPGA Co-Op contact is Russ Cipolla. Reach out to Team Four and start enjoying concierge-level service and bottom-line savings.

Russ's email:

[rcipolla@teamfourfoods.com](mailto:rcipolla@teamfourfoods.com)

Russ's phone: (410) 943-2198



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## NON-FOOD SERVICES

### Value Four

With bottom-line costs for golf clubs, country clubs and resorts creeping ever higher, the need to keep budgets under control has become a paramount industry concern. Value Four has relationships with contracted suppliers that specialize in Food Service Equipment and Systems that typically result in average savings of 8 to 10 percent. Just as important, Value Four partners work with project managers, consultants and architects to save time and resources. After completing an NDA, the company's Automated Quote Portal enables you to submit a quote request and receive bids from multiple suppliers.

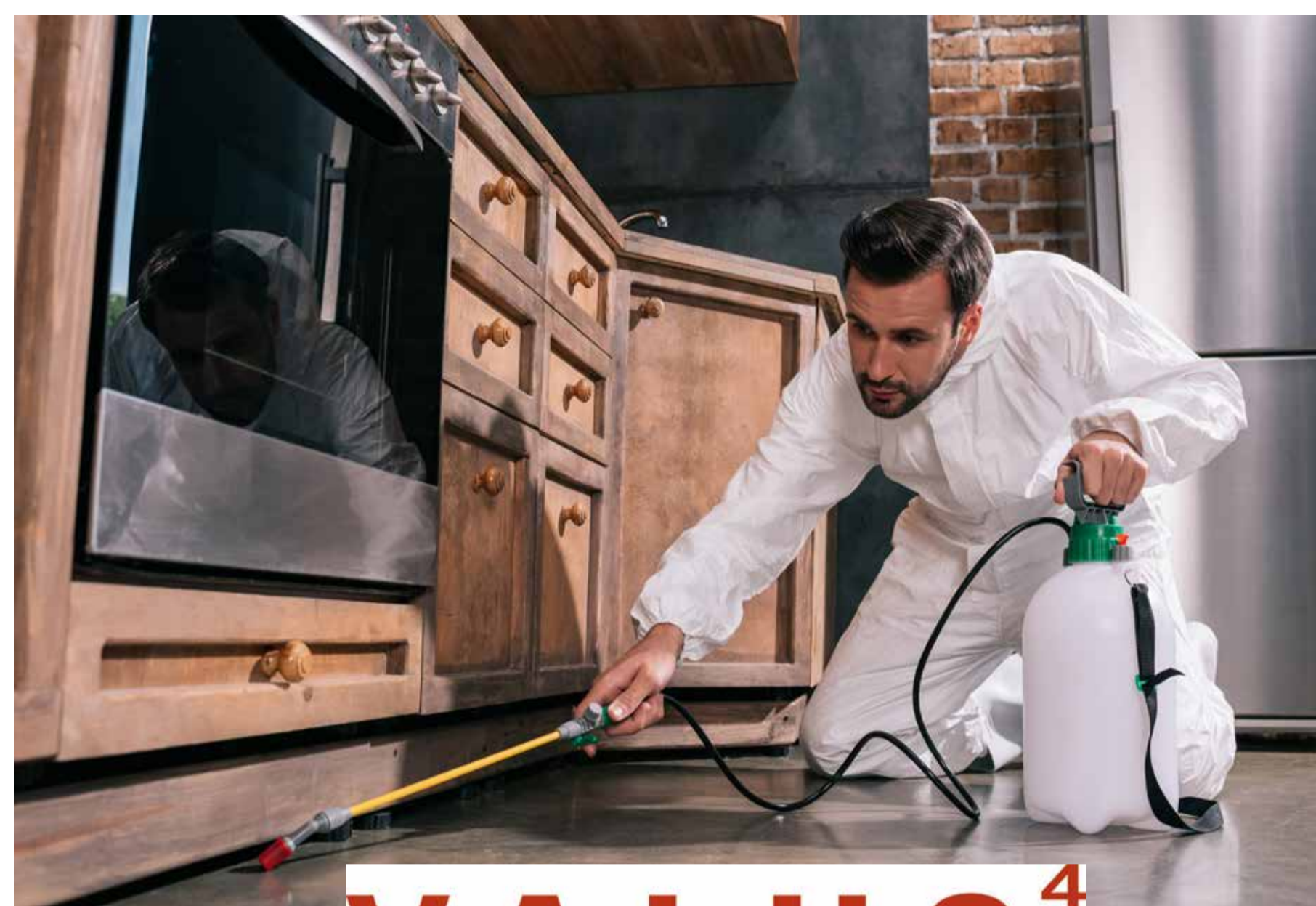
In addition, Value Four will connect you with an industry analyst who will look at your spend in more than a dozen categories—including disposables, waste management and pest control—for ways to save significant dollars, with no cost or obligation.

Your SCPGA Club Co-Op contact is Russ Cipolla. Reach out to Value Four to start working with a company that leverages the buying power of \$60 billion annually to secure eye-opening pricing for your club.

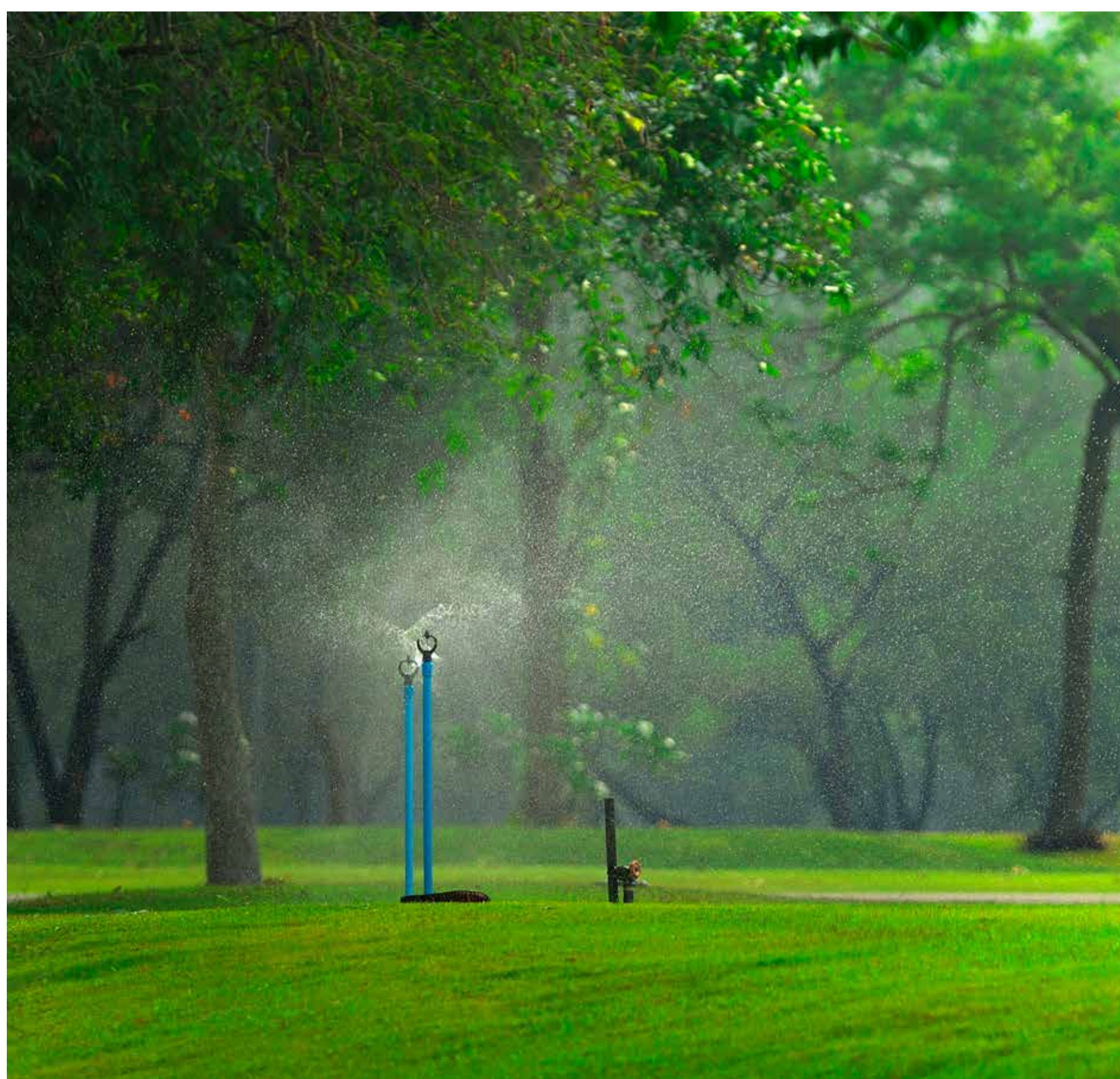
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**VALUE<sup>4</sup>**



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# PRINTING SERVICES

## Graphic Purchasing Solutions

Graphic Purchasing Solutions (GPS) makes print buying easy and economical for club events. GPS works with a network of lean-and-mean wholesale commercial printers in Southern California who are focused on the printing needs of golf facilities—including tournaments, charity events and myriad club-member functions and celebrations.

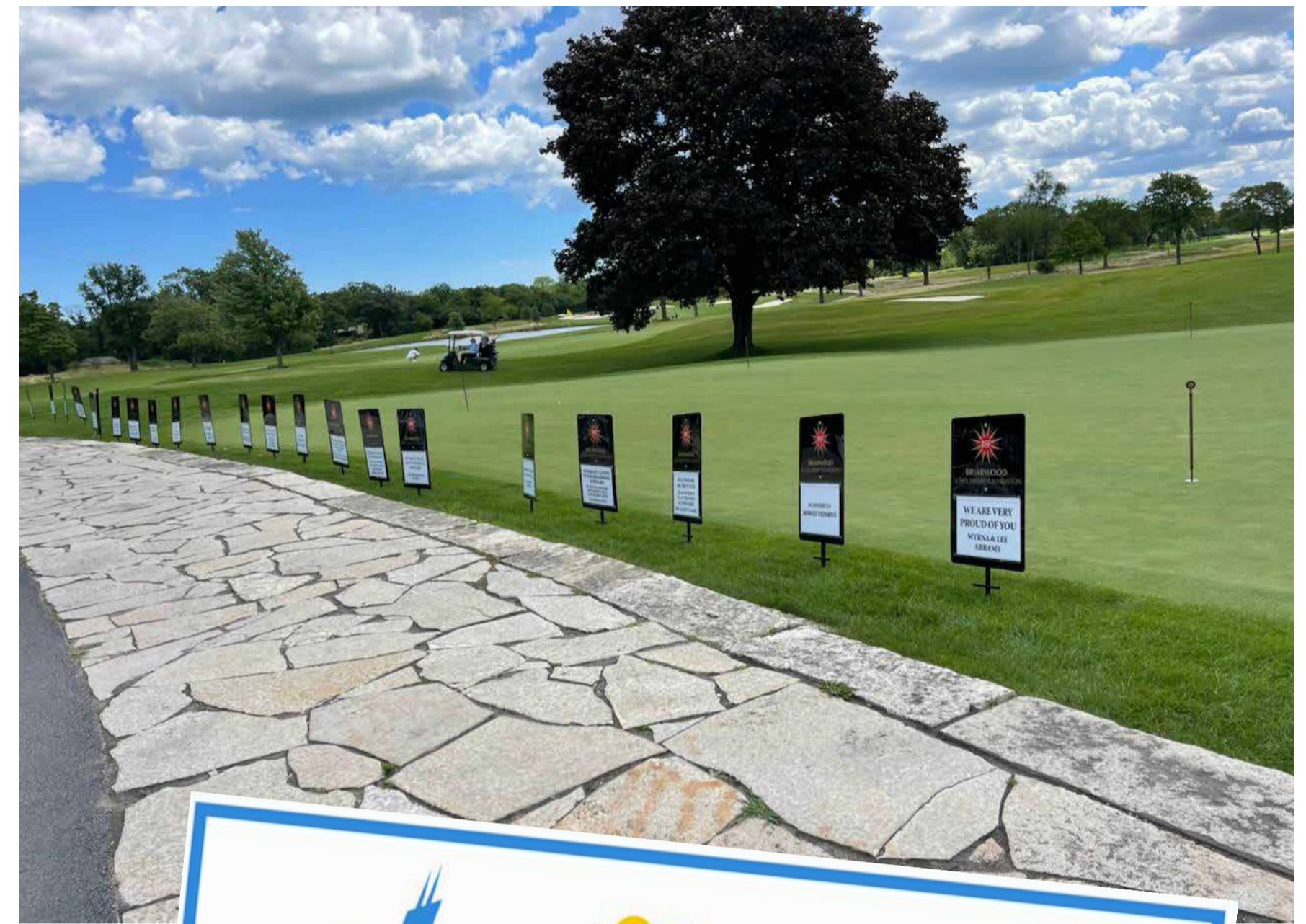
Sponsors love to see their names displayed prominently and their logos faithfully reproduced, whether they “go big” with major signage, sponsor a hole or simply need a standout piece for your swag bag.

GPS will find you the right printer at the right price, saving you time, money and exasperation. The company can also handle member mailings and targeted marketing campaigns.

Your SCPGA Co-Op contact is Steve Goldsher. Reach out to GPS and start enjoying concierge-level service and bottom-line savings.

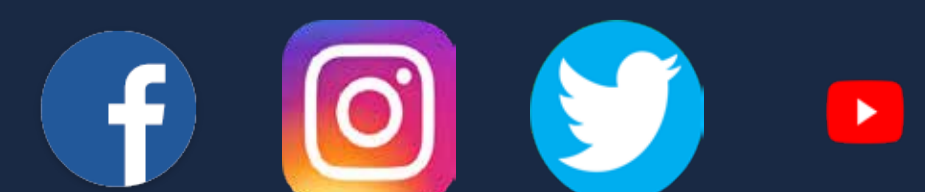
Steve’s email: [steve@graphicpurchasing.com](mailto:steve@graphicpurchasing.com)

Steve’s phone: (847) 452–6170



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# SPORTS THERAPY & RECOVERY

## Relax Portable Sauna

The few minutes between the dressing room and the first tee are precious ones for golfers. More so as they deal with age and injury. In that compressed timeframe, the Relax Portable Sauna delivers the highest levels of far infrared heat to increase circulation, boost energy and warm up stiff muscles and joints. As a high-visibility, low-cost amenity for your members and guests, Relax delivers a remarkable return on an extremely modest investment.

Doctors and physical therapists have been using and recommending the Relax Portable Sauna for more than two decades. You will find these lightweight, plug-and-play units in dozens of professional and college sports locker rooms around the country—as well as thousands of elite-level athletes and trainers who absolutely swear by them as part of their warm-up and recovery regimens. Additional benefits include a high rate of calorie burn and system detoxification.



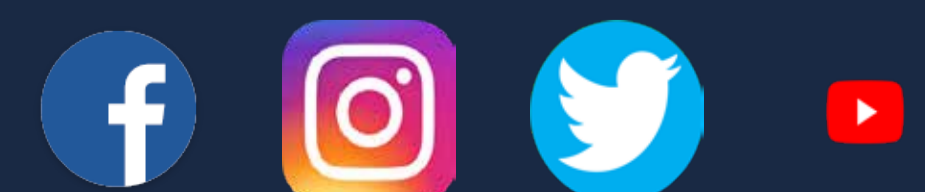
As a participant in the Southern California PGA Club Co-Op, Relax is making a limited number of units available for demonstration purposes (and discounted purchase). The sauna is simple to use and is truly portable, weighing in at just 35 pounds. It can be set up quickly indoors or outdoors for members and guests to try without changing into or out of their golf attire. After a couple of minutes, they won't want to get out.

**Your Club Co-Op contact is Thomas Vallee at 888-279-9707**



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## FREQUENTLY ASKED QUESTIONS

***Am I guaranteed to save money on goods and services we already use?***

Technically, vendors in the Club Co-Op program cannot guarantee a better deal. What they *can* guarantee—in addition to a high degree of personalized service—is the power to leverage their existing business relationships, which enable you to enjoy an economy of scale and all the perks that go with it.

***How do I use this program?***

Click on a business category, read about the participating vendor(s) and either call or email them to start a conversation. This is an *actual person* who will engage in a conversation that will generate a quote.

***Am I obligated in any way to use that vendor?***

You are not. If you do not feel that the value they are offering is worth the time and trouble to switch, you can stick with the vendor you have.

***What kind of bottom-line savings are we talking about?***

In many cases, double-digit percentage savings. Depending on the business category, that can translate into five-, six- or seven-figures annual savings.

***Are there “B to C” benefits in this program that I can share with my members and customers?***

Not at the moment. However, we are working to put some in place—including a deal with a major telecommunications carrier that could be a real game-changer!

***What else are you planning to add to the Club Co-Op?***

You may have noticed some of the “check back often” business categories on the Co-Op Welcome page. If we see a supplier offering the high-value pricing and concierge-level service that can make a meaningful difference to your bottom line, we will do our best to add that company to our growing list.

***So who is making money here, and how?***

Vendors participating in the Club Co-Op save considerable time and expense on new-customer acquisition—a growing cost in the business world. A significant portion of that savings is built into the attractive pricing members receive. What’s left is their profit. It’s designed to be an efficient, easy-to-use “win-win” program.

***Is this a new idea?***

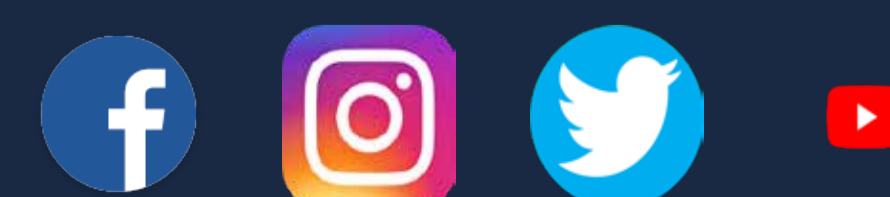
It is new to the golf business. However, group purchasing co-ops have existed for decades in numerous industries. This particular type of co-op has been successful in the education and health-club markets, where needs are great and budgets are tight. The program’s ability to deliver more to customers, while maintaining quality and profitability, makes it a good fit for the Southern California PGA and its members.

***Can I expect discounts on insurance through the Co-Op?***

We are exploring some interesting options, including EPO plans for SCPGA members. The short answer is that insurance carriers are not allowed to offer coverage discounts to association members. However, working through the Club Co-Op, you will be able to identify the coverage that is best-suited to your needs and—most important—will not contain the exclusions that are being written into many golf-industry policies. Stay tuned for our Insurance link to go live later in 2023!

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